

	DOUS		Partners (J	alitaulie)		
^	F. II Dales		Actual	SOC	Total	SOM
Company	Full Price 132700	<u>SOM</u> 10.01%	Savings 9773	9.99%	<u>Total</u> 142473	10.74%
RJR						41.77%
P.M.	502064	37.86%	51734	52.86%	553798	
BAT	87857	6.63%	26910	27.50%	114767	8.66%
Lorillard	468052	35.30%	48	0.05%	468100	35.30%
Liggett	21964	1.66%	3509	3.59%	25473	1.92%
Misc Manuf	15459	1.17%	5892	6.02%	21351	1.61%
Total	1228096	92.62%	97866	7.38%	1325962	100.00%
ay pagamanan ng ng giyanggig talahiga na sa a katan ay kilan na basan sa sa baran sa baran sa baran sa baran s						
						r-100-100-100-100-100-100-100-100-100-10
Category	Goal	Actual	Variance			
RJR SOM	11.7%	10.7%	-1.0%			
RJR FP SOM	11.3%	10.0%	-1.3%			
RJR Sav SOC	13.3%	9.9%	-3.4%	to the state of th		
Salem	3.4%	3.2%	-0.2%	ngala gangganggang nagang manggang digan bang bang di sanggang		
Dora!	0.3%	0.3%	0.0%			
						.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
		F	Revised			
Company	Full Price	SOM	Savings	SOC	Total	SOM
RJR	129250	10.72%	9082	13.01%	138332	11.47%
P.M.	501089	41.56%	28642	41.04%	529731	43.94%
BAT	85364	7.08%	26366	37.78%	111730	9.27%
L.orillard	397598	32.98%	48	0.07%	397646	32.98%
Liggett	7677	0.64%	22	0.03%	7699	0.64%
Misc Manuf	14828	1.23%	5634	8.07%	20462	1.70%
Total	1135806	94.21%	69794	5.79%	1205600	100.00%
ALL MARKET PROPERTY OF THE PRO						
Category	Goal	Revised	Variance			
RJR SOM	11.7%					
RJR FP SOM	11.3%					
RJR Sav SOC	13.3%					,
Salem	3.4%					
Doral	0.3%		0.0%			
	0.070	2.070	0.070		 	ļ
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Brand	Color	Purchasas				
Total RJR	<u>Sales</u> 2305	Purchases 1407	to Purchases 163.8%		 	
			163.9%			
Full Price	2154					
Savings	151	93				
Salem	681	360		A to the region of the region		
Doral	69	42	164.3%		<u>L</u>	